

## **Building Trial Skills: New Orleans January 24 - 30, 2015      \$2695**

### **Program Directors:**

Dominic Gianna  
Aaron & Gianna  
New Orleans, LA

Lisa Marcy  
Aaron & Gianna  
Salt Lake City, UT

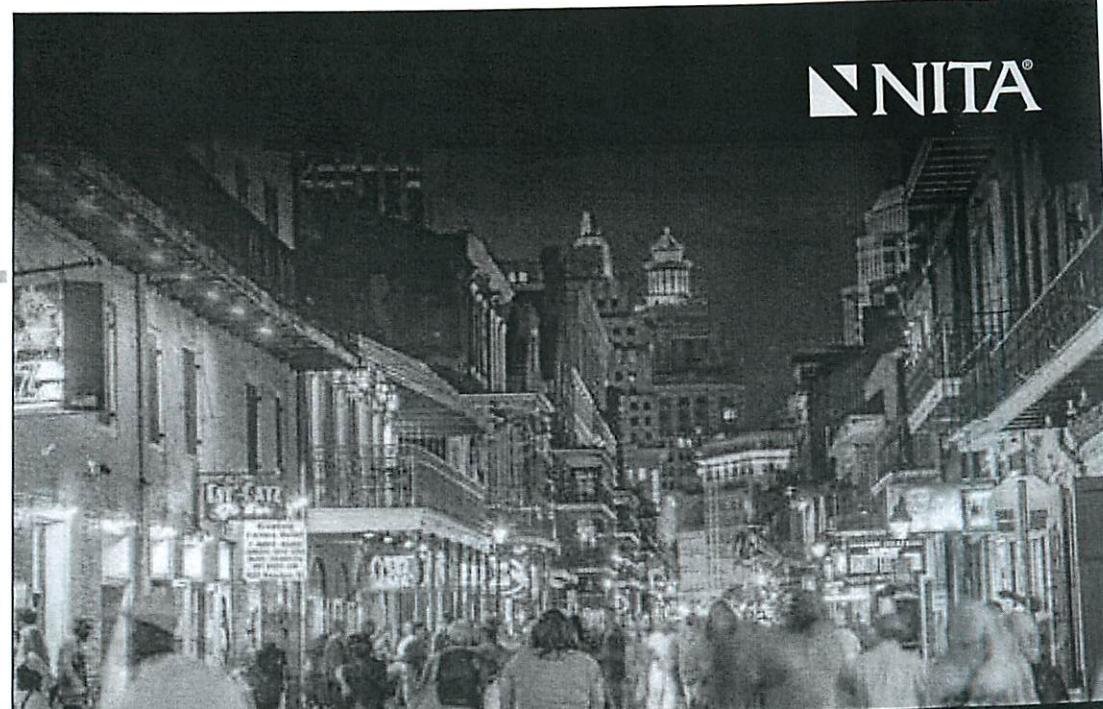
Dominic Gianna, a Fellow of the International Society of Barristers, is one of America's finest trial lawyers and most dynamic and creative teachers of advocacy and persuasion. He has taught advocacy throughout the English-speaking world and has tried cases throughout the USA in an enormous variety of areas representing both individuals and corporate and insurance interests from both sides of the courtroom.

Lisa Marcy has made her mark nationally as a trial lawyer and as one of America's most dynamic and inspired teachers of advocacy, persuasion and communication skills. She has spent her professional life prosecuting and defending cases for clients ranging from disabled individuals to large corporations from both sides of the courtroom in a large variety of areas.

The Directors have assembled a national faculty, including a communications expert, trial judges and jury/trial consultant who have tried and handled numerous cases and have been teaching advocacy and trial persuasion for decades.

**Hampton Inn & Suites  
New Orleans, LA  
Estimated CLE: 49 hrs**

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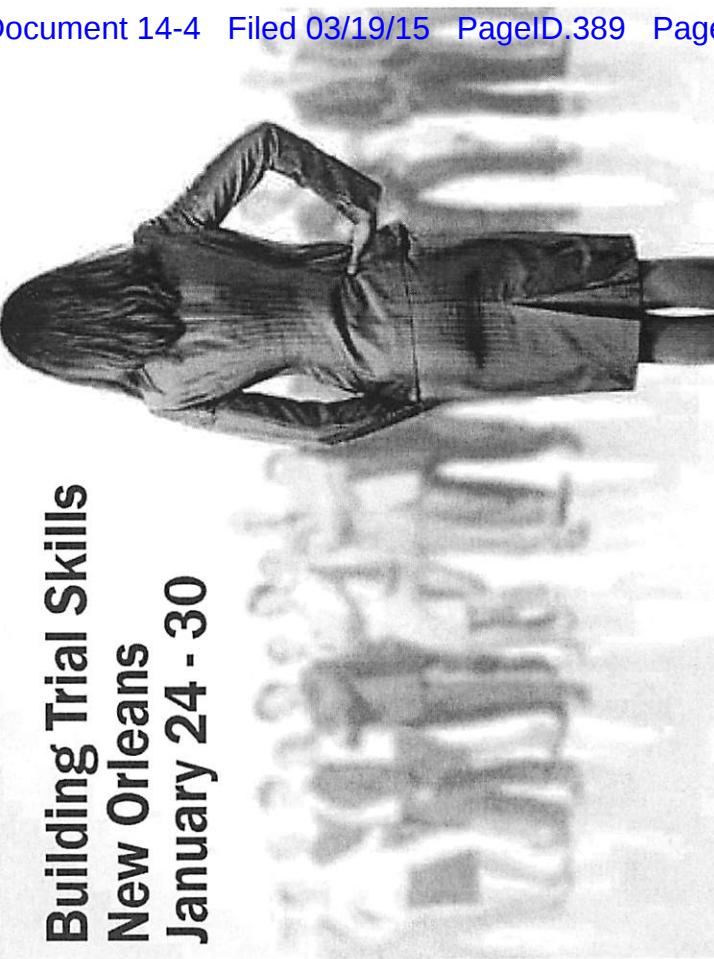
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“Valuable experience. I can’t think of another way to get this kind of experience in handling a case. I’ve sat 2nd chair for several trials with a fantastic partner/mentor attorney who has taken the time to explain the process to me, but that’s still not the same as doing the skills like at NITA.”

-2014 Participant

## Advocacy Skills

- ➊ Learn the art of storytelling
- ➋ Verbal, non-verbal and visual communication techniques
- ➌ Using the art and the science of advocacy and persuasion to win

## Examination Skills

- ➊ Create Openings that win in the beginning
- ➋ Deliver empowerment Closings that sway Jurors
- ➌ Direct examinations that tell stories
- ➍ Constructive and destructive cross examinations
- ➎ Perform a modern voir dire
- ➏ Impeachment and redirect examinations
- ➐ Lay evidentiary foundations

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